

## Message Text

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TO AMEMBASSY MEXICO

UNCLAS STATE 176433

COUNSELOR FOR ECONOMIC COMMERCIAL AFFAIRS HAYNE

E.O. 11652: N/A

TAGS: EGEN

SUBJECT: REQUEST FOR RECOMMENDATIONS FOR PANELISTS IN  
CONFERENCE ON U.S.-MEXICAN TRADE AND INVESTMENT

1. ARA IS CO-SPONSORING A CONFERENCE ON U.S.-MEXICAN  
TRADE AND INVESTMENT IN SAN ANTONIO, TEXAS ON SEPTEMBER  
21-22, 1977 FOLLOWING MEXFAIR '77. OUR CONFERENCE WILL  
BRING TOGETHER KEY REPRESENTATIVES FROM BOTH GOVERNMENT  
AND BUSINESS TO DEEPEN UNDERSTANDING OF THE OVERALL  
BUSINESS ENVIRONMENTS IN BOTH COUNTRIES. THE AUDIENCE  
WILL BE BUSINESS ORIENTED AND FROM ACROSS THE U.S.

2. AMBASSADOR LUCEY HAS BEEN INVITED AS THE KEYNOTE  
SPEAKER ON SEPTEMBER 21. FOREIGN MINISTER ROEL HAS BEEN  
INVITED TO DELIVER THE BANQUET SPEECH. DICK ARELLANO WILL  
PARTICIPATE IN THE OPENNING PLENARY SESSION, AND AN  
INVITATION HAS BEEN EXTENDED TO DR. WARMAN KRAUSS, MEXICAN  
UNDERSECRETARY FOR INVESTMENT AND TRADE. PER YOUR  
SUGGESTION WE WILL ASK AL WICHTRICH, PRESIDENT OF THE  
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AMERICAN CHAMBER OF COMMERCE OF MEXICO TO TAKE PART AS WELL.

3. AS LUNCHEON SPEAKER ON SEPTEMBER 21 ARA WILL INVITE  
SENATOR BENTSEN OR JAVITS.

4. WE NOW NEED YOUR RECOMMENDATIONS FOR SPECIFIC  
PANELISTS FOR THE FOUR AFTERNOON WORKSHOPS SCHEDULED ON

SEPTEMBER 21. INVESTMENT WORKSHOP 1, DEALING WITH "FINANCING SOURCES AND PROBLEMS" REQUIRES PANELISTS ON THE "ROLE OF NAFINSA", THE "ROLE OF THE BANK OF MEXICO", AND THE "ROLE OF MEXICAN COMMERCIAL BANKS".

5. INVESTMENT WORKSHOP II, DEALING WITH "MEXICAN INVESTMENT TERMS -- A PRACTICAL LOOK AT LIMITATIONS AND OPPORTUNITIES", NEEDS YOUR RECOMMENDATION FOR PANELISTS FROM THE MEXICAN GOVERNMENT TO DISCUSS "EQUITY OPTIONS IN MEXICAN INDUSTRIAL SECTORS" (MINISTRY OFFICIAL?), "PATENTS, COPYRIGHTS AND TRADEMARKS" (MEXICAN OFFICIAL OR ATTORNEY), "TECHNOLOGY TRANSFER ISSUES AND OPTIONS", "TAX CONSIDERATIONS" (PERHAPS A REPRESENTATIVE FROM THE MEXICAN MINISTRY OF THE TREASURY), AND "LABOR RELATIONS IN MEXICAN-BASED INDUSTRY" (MEXICAN LABOR DEPARTMENT OFFICIAL OR UNION LEADER). THE REACTING PANELISTS IN THIS WORKSHOP SHOULD INCLUDE YOUR SUGGESTION FOR A NUMBER OF U.S. BUSINESS PEOPLE IN MEXICO FROM CORPORATIONS LIKE AMERICAN STANDARD, SEARS, MONSANTO, WESTINGHOUSE, FORD, RALSTON PURINA, ETC.

6. COMMERCIAL WORKSHOP I, ALSO ON THE AFTERNOON OF SEPTEMBER 21, WILL PROBABLY INCLUDE RICHARD CRAFTON DISCUSSING THE "ROLE OF THE EXPORT-IMPORT BANK" AND A REPRESENTATIVE FROM THE U.S. TREASURY DEPARTMENT ON THE TOPIC OF "LEARNING TO LIVE WITH DEVALUATION". YOUR UNCLASSIFIED

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RECOMMENDATIONS ARE NEEDED FOR A PANELIST FROM THE MEXICAN TREASURY TO GIVE THEIR PERSPECTIVE OF DEVALUATION, AND A MEXICAN OFFICIAL WHO WILL OUTLINE THE "TERMS OF IMPORTING INTO MEXICO". YOU MIGHT ALSO SUGGEST A U.S. BUSINESS PERSON EXPORTING TO MEXICO WHO COULD POINT OUT THE "ATTRactions AND PROBLEMS OF EXPORTING INTO MEXICO FROM THE U.S.". ANOTHER PANELIST FROM THE TEXAS COMMUNITY WILL PARTICIPATE IN THIS WORKSHOP AND LOOK AT THE "IMPACT OF MEXICAN COMMUTER-CONSUMER ON BUSINESS AND ECONOMY OF THE U.S. BORDER COMMUNITIES".

7. FOR COMMERCIAL WORKSHOP II, LOOKING AT "MEXICAN BUSINESS IN THE U.S. MARKET: TRADE AND TOURISM", YOUR SUGGESTIONS ARE REQUESTED FOR PANELISTS TO ADDRESS "PROBLEMS MEXICANS FACE SELLING TO THE U.S." -- PERHAPS SOMEONE FROM IMCE, "U.S. TARIFF AND TRADE POLICIES" -- A U.S. CUSTOMS PERSON FROM LAREDO, "TOURISM AS A MAJOR MEXICAN EXPORT" -- PERHAPS THE MEXICAN MINISTER OF TOURISM.

8. ABELARDO VALDEZ OF AID WILL PROVIDE THE KEYNOTE SPEECH FOR THE SECOND DAY OF THE CONFERENCE. THE

MORNING PROGRAM ON THE SECOND DAY WILL THEN FOLLOW WITH A  
PANEL DISCUSSION OF "MEETING HUMAN NEEDS -- HUMAN  
CONSEQUENCES BOTH WAYS OF TRADE AND INVESTMENT DECISIONS".  
THIS WILL INCLUDE PANELISTS DETAILING THE "IMPACT ON U.S.  
LABOR" -- PROBABLY A TEXAS AFL-CIO REPRESENTATIVE, THE  
"IMPACT ON HISPANIC ENTREPRENEURSHIP OPPORTUNITIES IN  
THE U.S." -- PERHAPS MODESTO GUERRA, PRESIDENT OF  
COMMERCE INTERNATIONAL CORPORATION, AND THE "IMPACT ON  
SOCIOLOGY AND ECONOMY OF U.S.-MEXICAN BORDER COMMUNITIES"  
-- MAYBE ROGER HANSEN OF THE NSC STAFF. YOUR SUGGESTIONS  
ARE NEEDED FOR A PANELIST TO COVER THE "IMPACT ON  
COMMUNITY LIFE, WORK AND OPPORTUNITY IN URBAN AND RURAL  
MEXICO".

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9. CONGRESSMAN ROBERT KRUEGER OF TEXAS WILL BE THE  
LUNCHEON SPEAKER ON SEPTEMBER 22.

10. WE WILL TELEPHONE HAYNE ON FRIDAY, JULY 29 FOR  
THOSE NAMES, TITLES AND ADDRESSES OF YOUR RECOMMENDATIONS  
AND FOR INFORMATION RE THE STATUS OF INVITATIONS TO  
LUCEY, ROEL AND WARMAN. IT IS PARTICULARLY IMPORTANT  
THAT WE HAVE A COMMITMENT FROM AMBASSADOR LUCEY BY  
FRIDAY, IF POSSIBLE. VANCE

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